

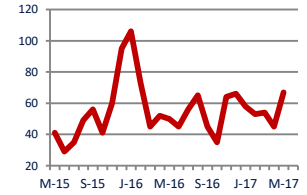
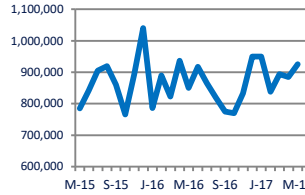
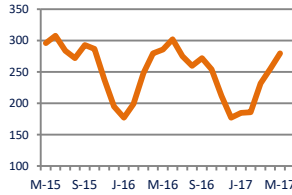
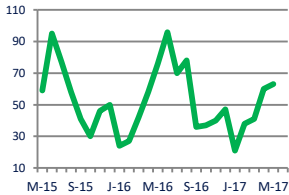


Focus On: Potomac Housing Market

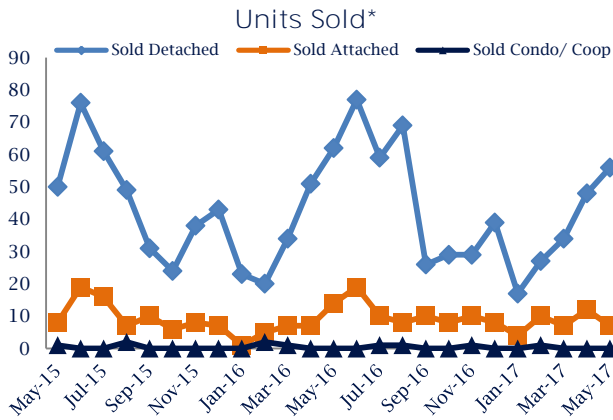
May 2017

Zip Code(s): 20854

Units Sold 63	Active Inventory 280	Median Sale Price \$925,000	Days On Market 67
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Down -17% Vs. Year Ago	Down -2% Vs. Year Ago	Up 9% Vs. Year Ago	Up 34% Vs. Year Ago
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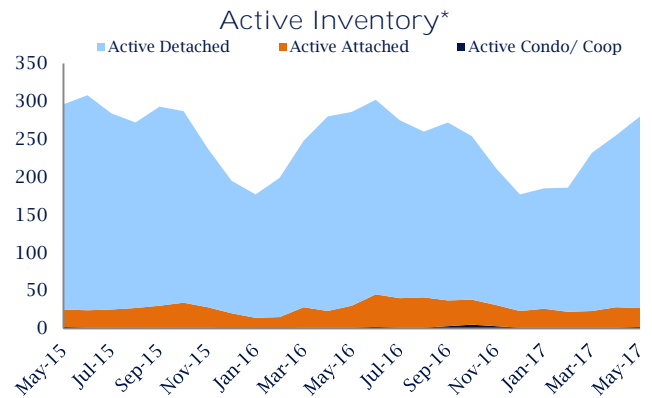


Units Sold

There was an increase in total units sold in May, with 63 sold this month in Potomac versus 60 last month, an increase of 5%. This month's total units sold was lower than at this time last year, a decrease of 17% versus May 2016.

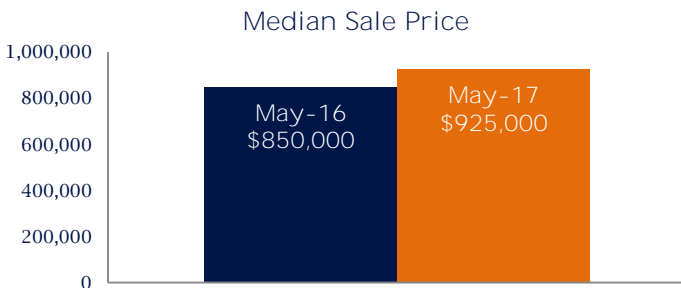
Active Inventory

Versus last year, the total number of homes available this month is lower by 6 units or 2%. The total number of active inventory this May was 280 compared to 286 in May 2016. This month's total of 280 is higher than the previous month's total supply of available inventory of 255, an increase of 10%.



Median Sale Price

Last May, the median sale price for Potomac Homes was \$850,000. This May, the median sale price was \$925,000, an increase of 9% or \$75,000 compared to last year. The current median sold price is 5% higher than in April.



Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Potomac are defined as properties listed in zip code/s 20854.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



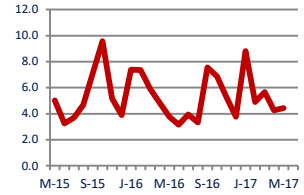
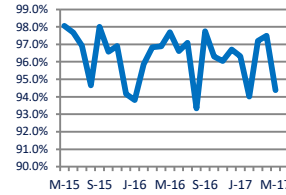
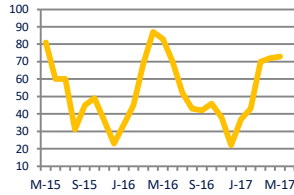
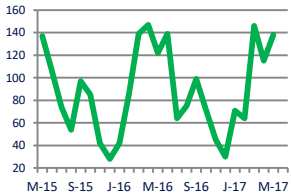


Focus On: Potomac Housing Market

May 2017

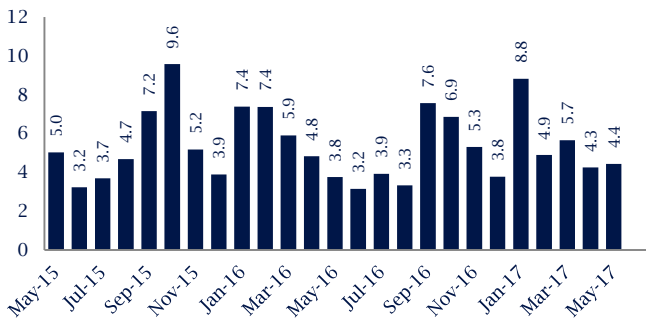
Zip Code(s): 20854

New Listings 138	Current Contracts 73	Sold Vs. List Price 94.4%	Months of Supply 4.4
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Up 13% Vs. Year Ago	Down -12% Vs. Year Ago	Down -3.4% Vs. Year Ago	Up 18% Vs. Year Ago
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Months Of Supply



Months of Supply

In May, there was 4.4 months of supply available in Potomac, compared to 3.8 in May 2016. That is an increase of 18% versus a year ago.

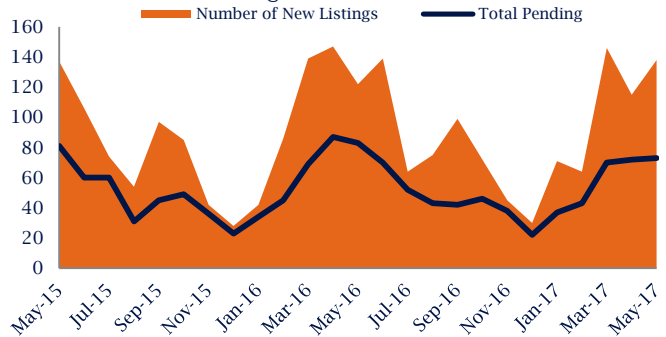
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 138 homes newly listed for sale in Potomac compared to 122 in May 2016, an increase of 13%.

There were 73 current contracts pending sale this May compared to 83 a year ago. The number of current contracts is 12% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Potomac was 94.4% of the average list price, which is 3.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 67, higher than the average last year, which was 50, an increase of 34%.

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